

## **Du Pont Telecom to play key role in TELES expansion into Africa**

**18th November 2008**

TELES, the Berlin based NGN and Access Gateways vendor, is expanding its operation into Africa with the support of voice communications distribution partner Du Pont Telecom.

Du Pont Telecom has signed a distribution partnership agreement for the supply of TELES Access Gateways throughout sub-Saharan Africa. 'TELES AGW product range makes an excellent addition to our existing product portfolio,' commented Graeme Victor, Du Pont's CEO, 'and will make a major contribution in helping us to supply exactly what our customers in Africa require.'

Avi Ben Shlush, TELES Product Marketing, is enthusiastic about the new partnership: 'Du Pont Telecom is very well positioned to support our strategy in Africa for AGW distribution. They have the experience, know-how, and drive to meet regional requirements. I am delighted that we will be working together with them to focus on this growing market.'

As part of its strategic focus on Africa, TELES is attending AfricaCom in Cape Town and you can visit them at Booth B12. Du Pont is also present at Booth B13.

The TELES Access Gateways product family enables PBX connection to VoIP networks, TDM, and mobile networks (GSM/UMTS). The TELES VoIPBOX provides customers with a VoIP gateway which includes several TDM interfaces, transcoding, SIP to H.323 protocol conversion, remote survivability, and emergency break-out support. In addition, the TELES iGATE mobile gateway enables VoIP/TDM calls to be terminated in GSM/CDMA and UMTS networks, allows email-to-SMS and SMS-to-email conversion, as well as enabling least cost routing to different mobile networks.

### **About TELES**

TELES provides worldwide wireline and wireless telephony service providers with complete Class 4 and Class 5 soft switch solutions, VoIP gateways, and mobile gateways for GSM, CDMA, and UMTS networks. We at TELES are proud of our successful track record having deployed more than 200 live carrier and service provider networks with millions of voice ports.

A Deutsche Boerse Prime Standard listed company with headquarters in Berlin, Germany, TELES is a global NGN player with offices in Western Europe, Asia Pacific, and Latin America. We maintain a worldwide network of distribution channels, system integrators, and technology partners.

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### **About Du Pont Telecom**

Du Pont Telecom provides voice communication solutions throughout South Africa and Africa by distributing a wide range of telecoms equipment along with comprehensive set of voice based

telecommunications solutions, customized to deliver cost-effective results.

Founded in 1999, Du Pont provides business assessment, strategy revision, management training on all aspects of voice communication solutions and the implementation of business and management tools.

Du Pont Telecom counts Investec Bank and Liberty Life as significant shareholders, along with a substantial shareholding for management, which ensures you of commitment and attention at all times.

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